

Message Text

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TO AMEMBASSY STOCKHOLM

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E.O. 11652

TAGS: BFOL, BEXP, SW

SUBJ: MARKET RESEARCH: ELECTRONICS INDUSTRY PRODUCTION AND
TEST EQUIPMENT--SWEDEN

REF: A) STATE A-12332 OF DECEMBER 21, 1972;

B) STATE 030199 OF FEBRUARY 16, 1973;

C) STOCKHOLM 0807

FROM COMMERCE

1. COMMERCE RECEIVED (JUNE 29, 1973) AND ACCEPTS C.K. SQUIRES
STUDY AND AUTHORIZES FINAL PAYMENT OF U.S. DOLLARS 3,410
(PER REF. C) LESS ANY PRIOR PARTIAL PAYMENTS. CHARGE COMMERCE
APPROPRIATION 133/41250 ACCOUNTING CODE K/462/1161-01/12-
01/253-11 (AS PER REF B).

2. STUDY IS BASICALLY SOUND AND GENERALLY ADHERES TO RESEARCH
SPECIFICATIONS (REF. A), BUT COMMERCE WOULD APPRECIATE
CLARIFICATION AND ADDITIONAL INFORMATION FROM CONTRACTOR
ON FOLLOWING POINTS:

A. DO FIGURES CITED UNDER "STATISTICAL APPRECIATION" REPRESENT
ANNUAL SALES OR ANNUAL CONSUMPTION OF EIPT EQUIPMENT?
IF ANNUAL CONSUMPTION, THEY MUST INCLUDE VALUE OF EIPT EQUIP-
MENT DESIGNED AND BUILT BY END USER FOR HIS OWN USE, WHICH
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CONTRACTOR LISTS AS 40-50 PERCENT OF TOTAL MARKET FOR PRO-

DUCTION EQUIPMENT AND 10-15 PERCENT FOR TEST EQUIPMENT (IV.A AND B.1). IF FIGURES ARE FOR ANNUAL SALES, THEY SHOULD NOT INCLUDE "IN-HOUSE" MANUFACTURERS. PLEASE CLARIFY.

B. MORE INFORMATION NEEDED UNDER SUB-CATEGORY "MARKET FOR EIPT EQUIPMENT" (SEE II.B. OF SPECIFICATIONS): "THE REPORT IS TO CONTAIN A DISCUSSION OF TRENDS IN TOTAL MARKET DEMAND, AND CAUSAL FACTORS UNDERLYING TRENDS, FOR EACH OF THE FIVE CATEGORIES." IF THIS NOT POSSIBLE, PERHAPS AN EXPANDED ANALYSIS OF REASONING SUPPLEMENTING THE LISTING OF MOST SALABLE EQUIPMENT COULD BE PROVIDED.

C. SECTION III.A.1. SINGLE ITEMS DO NOT TOTAL 905.0. ALSO, SEVERAL PRODUCTION VALUES LISTED HERE DO NOT COINCIDE WITH THOSE LISTED FOR SAME CONCERNS IN APPENDICES, SPECIFICALLY, ASEA, LKB PRODUKTER, PHILLIPS NEFA, AND TELI. PLEASE CLARIFY.

D. THE "INDUSTRIAL OUTLOOK" SECTION (PRESUMABLY INCLUDED IN III.A.3 OF SUBJECT STUDY) NEEDS EXPANSION. COMMERCE REALIZES SOME INFORMATION CALLED FOR IN THIS SECTION HAS BEEN INCLUDED IN OTHER PARTS OF REPORT (I.3.1.2PLUS;III.A.1.; III.A.3; AND APPENDICES 6, 7, 8, 9, 10, 14, 18, 21, 32 AND 33) BUT THESE REFERENCES ARE FRAGMENTARY AND NEED ELABORATION. PLEASE PROVIDE SPECIFIC INFORMATION, AS AVAILABLE, ON "INDUS-TRY PLANS FOR THE EXPANSION OF PRODUCTION FACILITIES OVER THE NEXT 5 YEARS." EXPAND, IF POSSIBLE, THE SECTIONS THAT REQUIRE INFORMATION ON "EXPECTED DEMAND TRENDS OVER THE NEXT SEVERAL YEARS FOR A) CONSUMER, B) INDUSTRIAL, C)MILITARY ELECTRONICS AND REASONS FOR THESE TRENDS."

3. POST IS REQUESTED TO OBTAIN AND TRANSMIT REQUESTED INFOR-MATION TO ARRIVE IN COMMERCE NO LATER THAN AUGUST 6. ROGERS

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